

Message Text

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INFO OCT-01 AF-06 NEA-10 ISO-00 EB-07 /024 R

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P R 111432Z AUG 75

FM SECSTATE WASHDC

TO AMEMBASSY ABU DHABI PRIORITY

AMEMBASSY CAIRO

AMEMBASSY KUWAIT

AMEMBASSY TEHRAN

INFO AMEMBASSY AMMAN

AMEMBASSY BEIRUT

AMEMBASSY DAMASCUS

AMEMBASSY MANAMA

AMEMBASSY DOHA

AMEMBASSY MUSCAT

AMEMBASSY KHARTOUM

AMEMBASSY ALGIERS

AMEMBASSY TUNIS

AMEMBASSY RABAT

UNCLAS STATE 189300

E.O. 11652 NA

'AGS: BEXP, XF

SUBJECT: IOWA STATE IOGA TRADE MISSION

REF: STATE A-494

1. IN ACCORDANCE WITH RECOMMENDATIONS MADE IN RESPONSE
TO REF AIRGRAM THE STATE OF IOWA NOW DESIRES TO CONDUCT
A VERTICAL TRADE MISSION IN THE FIELD OF CONSTRUCTION
EQUIPMENT AND RELATED PRODUCTS TO KUWAIT, TEHRAN AND
JIDDA FROM NOVEMBER 1 THRU NOVEMBER 12.

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2. THE MISSION WILL INCLUDE TWELVE IOWA BUSINESSMEN
ACCOMPANIED BY DEAN ARBUCKLE, DIRECTOR, FOREIGN TRADE
DIVISION, IOWA DEVELOPMENT COMMISSION. THE FOLLOWING
IS A LISTING OF TEN OF THE BUSINESS MEMBERS, THE FINAL

TWO MEMBERS WILL BE IDENTIFIED BY CABLE ASAP. JOHN HAMILTON, INTERNATIONAL SALES MGR., HYDRO TILE ;ACHINERY CO. (CONCRETE PIPE MACHINES); FRANK LADUE, PRES., CONCRETE PIPE MACHINERY CO. (PIPE MACHINES AND COATING AND REIN-FORCING MACHINES); JERRY A. WOODKE, PRES., WOODLE ENTERPRISES, INC. (CONSTRUCTION EQUIPMENT TRUCKS); GRANT J. WILSEY, DIRECTOR, INTERNATIONAL, VIKING PUMP DIVISION, HOUDAILLE INDUSTRIES (FERROUS AND NON-FERROUS CASTINGS, ROTARY PUMPS); G. L. GODBERSON, GOMACO CORP. (CONCRETE SPREADING AND PAVING MACHINES, CONCRETE CON-VEYORS AND CYLINDER FINISHING MACHINES, CURB, GUTTER AND

SIDEWALK MACHINES); FRANCIS L. ZROSTLIK, IOWA MOLD TOOLING CO. (ELECTRIC HYDRAULIC CRANES, GIANT TIRE CHANGERS); D. H. HOWIG, PRES., MIRACLE REACTION (STADIUMS, GRAIN BINS, SILOS, PARK EQUIPMENT); EUGENE FAULSTICH, PRES., VAN LADDER, INC. (AERIAL LADDERS, SELF-PROPELLED MANLIFT); GAYLEN HOFFER, PRES., CORWILL INTERNATIONAL AND WELTY WAY PRODUCTS INC. (SHEET METAL MACHINERY); AND ROBERT

LYON, EXPORT MGR., OELWEIN CHEMICAL CO. (INDUS. CHEMICALS).

3. THE MISSION ITINERARY IS AS FOLLOWS:

FRI OCT 31 AR. KUWAIT 7:45 P.M.; TUES NOV 4 LV. KUWAIT
7:00 A.M. KU 900, AR TEHRAN 8:50 A.M.; SAT NOV 8 LV
TEHRAN 9:45 A.M. KU 90L, AR KUWAIT 11:35 A.M., LV KUWAIT
2:30 P.M. SV 939, AR JIDDA 6:50 P.M.; THUR NOV 13 LV
JIDDA 12:35 P.M., AR CAIRO 1:45 P.M.; SUN NOV 16, LV
CAIRO FOR U.S.
THE MISSION OFFICILY TERMINATES IN JIDDA ON NOV 12.
UPON COMPLETION OF THE MISSION IN JIDDA THE MISSION MEMBERS
DESIRE TO GO TO CAIRO ON NOV 13, HAVE A DAY OF REST
ON NOV 14 AND, HAVE LIMITED BUSINESS APPOINTMENTS ON
NOV 15.

4. IT IS PLANNED THAT THE ADVANCE WORK WILL BEGIN ON OR
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ABOUT SEPT 4 AND FOLLOW THE SAME ITINERARY AS ABOVE.
INFORMATION ON THE COMPOSITION OF THE ADVANCE TEAM WILL
FOLLOW SOONEST. THE IOWA DEVELOPMENT COMMISSION IS
WORKING CLOSELY WITH MR ARMINAK YOUNKHANA OF CHICAGO,
WHO REPRESENTS THE KUWAITI AIRLINES IN THE MID-WEST.
THAT AGENCY WILL HANDLE THE TRADE MISSION AIR TRANSPORTA-TION, HOTEL ARRANGEMENTS AND ASSIST WHEN NEEDED WITH
ARRANGING BUSINESS APPOINTMENTS.

5. MISSION MEMBER CATALOGS AND PRODUCT INFORMATION
WILL BE AIRPOUCHED BEGINNING WEEK OF AUG 18.

6. FOR ABU DHABI: SHOULD ADVANCE TEAM FIND LIMITED

MARKET OPPORTUNITIES IN JI-DA, POSSIBLE ADVANCE TEAM
MAY PROCEED TO ABU DHABI AS CONSIDERATION REPLACEMENT
FOR JIDDA ON MISSION ITINERARY. IF THIS OCCURS, ADVANCE
TEAM WILL CABLE ABU DHABI DETAILS OF ITS TRAVEL PRIOR TO
ARRIVAL. SISCO

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MANAMA
DOHA
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